

STRONGEST IN THE WORLD
THE EQUITABLE LIFE ASSURANCE SOCIETY
 OF THE UNITED STATES,

No. 120 BROADWAY, NEW YORK.

MEDICAL DEPARTMENT.

WILLIAM R. BROSS, M. D.,

ARTHUR PELL, M. D.,

MEDICAL DIRECTORS.

JOHN WARREN, M. D.,

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 ASSISTANT MEDICAL DIRECTORS

F. C. WELLS, M. D.

NEW YORK February 15, 1906.

Dear Sir:--

By order of the President, we advise you that on and after March 1st, 1906, the fees for medical examinations allowed by the Equitable Life Assurance Society throughout the United States and Canada will be as follows:

- \$3.00 for each examination where the amount applied for is, \$3,000 or less.
- \$5.00 for each examination where the amount applied for is over \$3,000 and less than \$25,000.
- \$7.50 for each examination where the amount applied for is \$25,000 or over, and less than \$50,000.
- \$10.00 for each examination where the amount applied for is \$50,000 or over.

(An extra allowance of \$1.00 will be made when an additional specimen of urine is obtained by order of the Society.)

The loading for expenses in connection with our business is a percentage of the premium, and the uniform fee heretofore paid has made the expense of procuring a small policy too large, whereas a larger fee can properly be paid in connection with the larger policies.

We do not wish to be understood as assuming that it is less work to examine a risk for \$1,000 than one for \$5,000, but the Society can properly pay more for examining a \$5,000 risk than it can for the smaller amount.

We trust that the foregoing schedule will be satisfactory to you, and will thank you to fill up, sign and return to us at once the enclosed postal.

Very truly yours,

MEDICAL DIRECTORS.

The Equitable Life Assurance Society.

Philanthropic Physicians.

In order that we may aid the Equitable Life Assurance Society to disseminate amongst the physicians of this coast its insulting information in regard to insurance examinations, we have taken the liberty of reproducing the circular letter which this concern is sending out and present it to you herewith for your consideration.

Several things about it are of interest. In the first place, we note that the reduction in fees for life insurance is made "by order of the president." The "president" is a gentleman by the name of Paul Morton, who, during his connection with the Santa Fe Railroad Company, entered into certain illegal contracts regarding rebates, etc., for which he was only saved from criminal prosecution subsequently by the kindly intervention of Mr. Roosevelt. Unfortunately, at the time that the rebate matter came

out, Mr. Morton was a member of Mr. Roosevelt's cabinet.

We understand that he is endeavoring to struggle along on the pitiful salary of \$60,000 a year (or is it \$80,000?), and in his distress we certainly extend our sympathy. Doubtless it is for the reason that he is forced to live on such a small income that he now asks the physicians of the country to get along with somewhat less and thus endeavor to reimburse the company for its loss due to the vast sums which have been stolen from the policy holders by the officials who in the past have had charge of the company.

Are you going to contribute to this fund? Or are you going to advise the Equitable Life Assurance Society that you have too much self-respect to accept this reduction in compensation?